

AMERICAN INCOME LIFE  
**AIL**  
NILICO  
NATIONAL INCOME LIFE

# SPOTLIGHT

FEB

AMERICAN INCOME LIFE & NATIONAL INCOME LIFE VOL 40 NO 2

## ALTIG INTERNATIONAL RECORD \$20M IN 2006

- 2006 Award Winners & Convention Qualifiers
- Activity Booster Bonus Payouts
- AIL / NILICO Promotional Items





FROM THE DESK OF:

**Roger Smith**  
President & CEO  
American Income Life  
& National Income Life

## A Job Well Done

I love when I am able to step forward and congratulate the men and women who go above and beyond to truly excel at what they do. It is for this reason that the *Year to Date Awards* issue of *Spotlight* is one of my favorites every year.

Take a close look at the cover of this issue. \$20 million in a single year is an amazing feat. Rick Altig and the people of Altig International have worked hard for the recognition they so richly deserve. Their drive to reach their goals and surpass their own potential should be an example to everyone.

For his diligence and dedication to excellence, Rick Altig will be receiving a special award at the 2007 Convention. I am looking forward to congratulating him on stage for his record-breaking achievement.

I would like to recognize and celebrate our other award winners. All of our award winners have had a fantastic year, and they have my most heartfelt congratulations and gratitude for their hard work, persistence, and drive. There is a full listing of our 2006 award winners on Pages 12 and 13.

We also have our Convention qualifiers and President's Club members to recognize. These men and women are our best of the best, and it is only fitting that we single out their accomplishments as well. A listing of the qualifiers and President's Club members can be found on Page 14.

Finally, I would like to thank the Company as a whole for a job well done. As some of you may know, this past January was the best on record for AIL/NILICO, and we could not have achieved this milestone without all of you striving to achieve your goals and be the best you possibly could. Thank you all for your continued dedication to AIL/NILICO.

If these first months of this year are any indication of how 2007 will be, then we are in for a fantastic year. I want to encourage everyone to continue their excellent work. I am sure that with our Company's drive for success, we are sure to have an outstanding production year. We have already achieved a record-breaking month; let's try for a record-breaking year.

### Dates to Remember

**Wednesday, Mar. 28, 2007**  
All business and PR credits must be at the Home Office to count for March production.

### Total Bonuses Paid Out

This month AIL and NILICO paid a total of \$993,409.54 in bonuses. For more information on the monthly bonuses, turn to Pages 5 and 15.

### Required Retention Rate

Effective Jan. 1, 2007, to be eligible for bonuses and featured in *Spotlight*, Producers must meet the required Retention or the minimum Net to Gross. Net to Gross varies based on bonus guidelines. The rates listed below are for *Spotlight* recognition only. Net to Gross is used only during the Producer's first eight months.

Retention:	68%
Net to Gross:	78%

### Look for the Asterisk

The asterisks, shown throughout the magazine, indicate that place will be a year-to-date award winner. The Producers, who will be recognized at the 2008 Awards Presentation, are: the top SGA from each category, the top two PR Managers, the top two PR Representatives from each category, the top RGA, the top five MGAs, the top five GAs, the top SA, and the top ten Individual Producers. You can view the 2008 Convention Qualifications online at [www.aillife.com](http://www.aillife.com) or [www.nilife.com](http://www.nilife.com). Check your production! If there is an asterisk by your position, you could be on your way to the Westin Rio Mar Beach Golf Resort and Spa in Puerto Rico! The convention will be held May 15-18, 2008.

### Congratulations are in Order!

**James Aalders**, an SA with the Imran Satti Agency, achieved \$100,000 of 13-month in force premium.

**Joseph Coarsey**, a GA with the Joe Manone Agency, achieved \$100,000 of 13-month in force premium.

**Jose Lopes**, a Personal Producer with the David Zophin Agency, achieved \$100,000 of 13-month in force premium.

### Tobacco User versus Non-Tobacco User

Since the change to 2001 CSO, all the life plans we sell are now issued at Tobacco (TU) or Non-Tobacco (NTU) rates. Policy Issue is in the process of revising and re-filing applications with a box to check for each plan and rider. However, until the new apps are approved for each state, they need your help by marking the applications as TU or NTU.

Marking the app will help PI to load the correct plan and premium and greatly reduce the problems that can occur. When an application is not marked, they try to determine whether the Agent quoted TU or NTU rates by using the following process:

- Is the tobacco use question answered Yes or No on the back of the application?
- Was an oral sent in with the application?
- Once the plan is submitted, does the premium match the plan? This can be very time consuming as each premium is calculated.

A sample of new business cases has shown:

- The agent did not mark the plan as TU or NTU in 69 percent of the cases.
- Almost 67 percent of the applications that did not answer the tobacco question submitted an oral specimen.
- Nearly 15 percent that answered "Yes" to the tobacco question sent an oral.

As you can see, the majority of apps received have not been marked as TU or NTU. When PI is left to figure out which plan to load, this slows down the process and affects how the agents are advanced. Please help us help you by marking the plans and riders on the application as either TU or NTU -- it should save everyone extra work.

## Founder's Club Outstanding Producers

January 2006

AGENT	SGA	TIMES QUALIFIED	TOTAL NET ALP	N/G ▲	RETENTION
Max Quasem	Cohen-Cohen	9	\$75,539		84.4

▲Percentage of Net to Gross

### American Income Life

For over half a century, American Income Life Insurance Company has been meeting union families' needs. We are a leader in the union insurance market, and are totally committed to meeting the needs of union members through personal one-on-one service and complete Home Office customer support. You can count on AIL to do what it says it will do.

**Home Office**  
254-761-6400

**Web sites**  
[www.aillife.com](http://www.aillife.com)  
[www.nilife.com](http://www.nilife.com)

**Recruiting Support:**  
[www.aillife.com/rms](http://www.aillife.com/rms)  
[www.aillife.com/recruiting](http://www.aillife.com/recruiting)

### SPOTLIGHT

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## Promotions

### Promoted to 52.5 Percent Supervising Agent

Erickson Bencosme	Andrew Haskins	Carl Latacz	Averil Smith
Stephen Bendure	Charles Hawkins	Debra McGee	Zackiye Tembi
Wade Charles	Katrice Hunt	Lonnie Mounts	Michael VanDelft
Rufat Djangirov	Josh Killian	Brian Obert	Jonathan VanHorn
Thomas Graham	David Kinsella	Joseph Owens	Ryan Vopat
Christopher Haacke	Timothy Krueger	Bradley Rosenquist	Anita Wheatley
Rafique Harris	Barney Lam	Catherine Ruiz	Robert White

### Promoted to 55 Percent Supervising Agent

Marinela Achim	Balvino Cardoza	Timothy Frahm	Martha Souto
Eric Banyon	Blenda China	Matthew Gaona	Irakli Tcheishvili
Michael Boyer	Kyriacos Davis	Mark Hartelius	
Brandon Braun	Hector Dessis	Christina Johnson	

### Promoted to 57.5 Percent General Agent

Richard Carter	Ronald Friedlander	Cynthia Sittig
Jessica Cottrell	Hashcim Jones	Greg Stewart
Wayne Fader	Julio Lourido	Bradley Weigand

### Promoted to 60 Percent General Agent

Kim Burton	Matt Pflueger	Ray Sharples
Jerry Capps	Gerardo Puerto	

### Promoted to Master General Agent

Mary Balista	Bryan Davidson	William Haefs	David Lamb	Petko Petkov
Tod Brown	John DeRosier	Wilbie Hayden	Sabrina Lloyd	
Rachel Buser	David Guzman	Grant Johnson	Diana McNair	

### Promoted to Regional General Agent

Elaina Bosco	Salvator Giacchi	Matthew Laughter
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### Promoted to State General Agent

Jason Mollo

## Activity Booster Bonus

The Activity Booster Bonus made its debut by paying \$29,700 in bonuses for January! Agents throughout AIL/NILICO meeting the required 30 appointments and \$2,500 ALP for the week received a \$100 bonus the following week. We have listed the payouts by Agency, as well as our top bonus winners. Congratulations!



— Ruben Soberanes —

The Jatoft-Foti Agency  
\$400



— Marinela Achim —

The Josh Chalom Agency  
\$300



— Chris Burch —

The Surace-Smith Agency  
\$300



— Samantha Chui —

The Williams-Williams Agency  
\$300



— Adam Lerch —

The Jatoft-Foti Agency  
\$300



— Iryna Sushkova —

The Josh Chalom Agency  
\$300



— Ran Tian —

The Imran Satti Agency  
\$300

Agency Name	Total Bonus	Agency Name	Total Bonus
The John Akers Agency	\$600	The Bill Heath Agency	\$500
The Rick Altig Agency	\$3,800	The Chris Hernandez Agency	\$600
The Altig-Deley Agency	\$1,100	The Steve Jakubczak Agency	\$300
The Altig-Hay Agency	\$700	The Jatoft-Foti Agency	\$2,700
The Altig-Lyse Agency	\$200	The Chris LaFond Agency	\$300
The Altig-Orlovic Agency	\$1,200	The Scott Latta Agency	\$300
The Altig-Orlovic-Venekamp Agency	\$300	The Joe Manone Agency	\$500
The Altig-Traboulay Agency	\$300	The Marc Morton Agency	\$700
The Wes Bangs Agency	\$300	The Eric Neal Agency	\$500
The Slav Bitman Agency	\$1,100	The Durhon Oldham Agency	\$2,400
The Gary Bleier Agency	\$100	The Bob Olson Agency	\$500
The Josh Chalom Agency	\$1,300	The Dave Orrico Agency	\$400
The Cohen-Cohen Agency	\$300	The Greg Partee Agency	\$200
The Roland Fletcher Agency	\$100	The TJ Rowell Agency	\$400
The Steve Friedlander Agency	\$200	The Imran Satti Agency	\$600
The Futer-Whittinghill Agency	\$1,200	The Surace-Smith Agency	\$2,200
The Geneser-Geneser Agency	\$1,000	The Tom Williams Agency	\$600
The Fred Hadayia Agency	\$100	The Williams-Williams Agency	\$600
The Mark Hancock Agency	\$100	The David Zophin Agency	\$600
The Mat Hart Agency	\$300		
The Steve Hartman Agency	\$500	<b>TOTAL</b>	<b>\$29,700</b>



## Individual Producers



1. Max Quasem  
Los Angeles, CA



2. Michael VanDelft  
Halifax, NS



3. Carla Miller  
Omaha, NE



4. Ran Tian  
Halifax, NS



5. Frederico Watkins  
Ft. Lauderdale, FL



6. Frank Jendusa  
Menomonee Falls, WI



7. Christopher Burch  
Cleveland, OH



8. Sebastian Kazek  
Altamonte Springs, FL



9. Danilo Gomez  
Mansfield, MA



10. Marinela Achim  
Toronto, ON

## Individual Producers

All Time Record to Beat  
Month: \$62,536 Net ALP Zachary Hart

### January Production

Name	Net ALP	NG <sup>▲</sup>	Rtn	MGA	SGA
1. Max Quasem	\$24,806		84.4	Earnest Loveless	Cohen-Cohen
2. Michael VanDelft	20,983	87		Harjeet Rana	Imran Satti
3. Carla Miller	20,406		77.9	Carla Miller	John Akers
4. Ran Tian	20,222	85		Harjeet Rana	Imran Satti
5. Frederico Watkins	20,016	84		Edward Hanna	Tom Williams
6. Frank Jendusa	19,731	92		Rebecca Klebsch	Joe Manone
7. Christopher Burch	18,053	100		Simon Arias	Surace-Smith
8. Sebastian Kazek	17,753		77.4		Williams-Henderson
9. Danilo Gomez	17,228	99		Robert Harris	Mat Hart
10. Marinela Achim	16,246		75.4	David Solomonov	Josh Chalom
11. Stephen Bendure	16,223	85		David Guzman	Surace-Smith
12. Robert Harris	16,216	87		Robert Harris	Mat Hart
13. Sandi Babcock	16,049		71.0	Rick Mansfield	Rick Altig
14. Wayne Fader	15,946	96		Mitchell Duplantis	Marc Rosen
15. Cynthia Sittig	15,919		75.2	Scott Keeney	Durhon Oldham
16. Yvonne Hernandez	15,892		77.9	David Iriye	Cohen-Cohen
17. Christina Johnson	15,627	97		Erik Graham	Cohen-Cohen
18. Karen Stockwell	15,462		73.0		Steve Hartman
19. Nadia King	15,422		73.9	Nadia King	Altig-Orlovic
20. Matt Pflueger	15,211		87.2	Desislava Dimitrova	John Akers

▲ Percentage of Net to Gross

All Time Record to Beat  
YTD: \$278,449 Net ALP Zachary Hart

### YTD Production

Name	Net ALP	NG <sup>▲</sup>	Rtn	MGA	SGA
* 1. Max Quasem	\$24,806		84.4	Earnest Loveless	Cohen-Cohen
* 2. Michael VanDelft	20,983	87		Harjeet Rana	Imran Satti
* 3. Carla Miller	20,406		77.9	Carla Miller	John Akers
* 4. Ran Tian	20,222	85		Harjeet Rana	Imran Satti
* 5. Frederico Watkins	20,016	84		Edward Hanna	Tom Williams
* 6. Frank Jendusa	19,731	92		Rebecca Klebsch	Joe Manone
* 7. Christopher Burch	18,053	100		Simon Arias	Surace-Smith
* 8. Sebastian Kazek	17,753		77.4		Williams-Henderson
* 9. Danilo Gomez	17,228	99		Robert Harris	Mat Hart
* 10. Marinela Achim	16,246		75.4	David Solomonov	Josh Chalom
11. Stephen Bendure	16,223	85		David Guzman	Surace-Smith
12. Robert Harris	16,216	87		Robert Harris	Mat Hart
13. Sandi Babcock	16,049		71.0	Rick Mansfield	Rick Altig
14. Wayne Fader	15,946	96		Mitchell Duplantis	Marc Rosen
15. Cynthia Sittig	15,919		75.2	Scott Keeney	Durhon Oldham
16. Yvonne Hernandez	15,892		77.9	David Iriye	Cohen-Cohen
17. Christina Johnson	15,627	97		Erik Graham	Cohen-Cohen
18. Karen Stockwell	15,462		73.0		Steve Hartman
19. Nadia King	15,422		73.9	Nadia King	Altig-Orlovic
20. Matt Pflueger	15,211		87.2	Desislava Dimitrova	John Akers

▲ Percentage of Net to Gross



# Happy Anniversary! Thanks for all you do. Congratulations!

### 26 Years of Service

Larry Geneser

### 23 Years of Service

Robert Seeber

### 21 Years of Service

Gary Hausman

### 17 Years of Service

Kathleen Unitas

### 13 Years of Service

Timothy Gray

Melinda-Rae Lyse

### 9 Years of Service

Andre Abramovich

Manon Brulotte

David Provencher

### 7 Years of Service

Asher Lavallee

Jose Sanchez

Barbara Stillwell

### 5 Years of Service

Michelle Baxter

Patrick Duray

Craig Nugara

Shannon Walker

### 4 Years of Service

Christopher Clark

Desislava Dimitrova

David Jones

Byron Paz

Jeff Ribman

Lisa Roemer

Shelly Russell

Patrick Stenglein

### 3 Years of Service

Alla Alexander

Brenda Hadayia

Robert Harris

Scott Primm

Ray Sharples

Leon Thompson

Glenn VanDeSande

### 2 Years of Service

Patricia Britton

Timothy Hansen

Lennis Hayes

Thomas Reagan

Ronald Rivera

Matthew Willrodt

### 1 Year of Service

William Chang

Ryan Clarke

Debra Cloutier

Rory Crockford

Matthew Daley

### 1 Year of Service (cont.)

Timothy Dawe

Teresa Daye

Benjamin Eggen

James Erickson

Katherine Fallon

Jeffrey Gidlund

Davon Hall

Griff Hansen

Demetrius Harris

Christopher Jordan

Matthew Laughter

Rea Lawrence

Ewa Marinaccio

Lucy Marshall

Madge Moodie-Titre

Lonnie Mounts

Travis Nadeau

Timothy Nolan

Democratis Pashalidis

Tetyana Samoylenko

Robert Shafer

Hooman Shahidy

Grant Sharp

Anderson Sooknanan

Daniel Strader

Ricardo Subero

Bradley Weigand

Lanlan Wen

Meredith West

Mathew White

Sharon Wright

Steven Yahnke

# Watch Us Grow!

At American Income and National Income, we don't waste any time. In the spirit of thinking big, many of our SGAs have expansion efforts in the works. Listed below are some of the new satellite Agency Office openings our SGAs and their managers have completed through the month of February. Take a look! This is exciting because it brings the American Income and National Income names into new hometown communities across the country.

### *The Rick Altig Agency*

Red Deer, AB

MGAs: *Sean Lacroix, Ben Eggen*

Portland, OR

MGAs: *Sid Hodgskiss & Travis Vandenberg*

### *The Altig-Orlovic Agency*

Cheyenne, WY

MGAs: *Warrior Hunt & Jeff Swistowicz*

### *The Altig-Orlovic-Venekamp Agency*

Bismarck, ND

MGA: *Mike Zorn*

Dakota Dunes, SD

MGA: *Thomas Graham*

### *The Robert Olson Agency*

Naperville, IL

MGAs: *Jose Sanchez & David Wang*

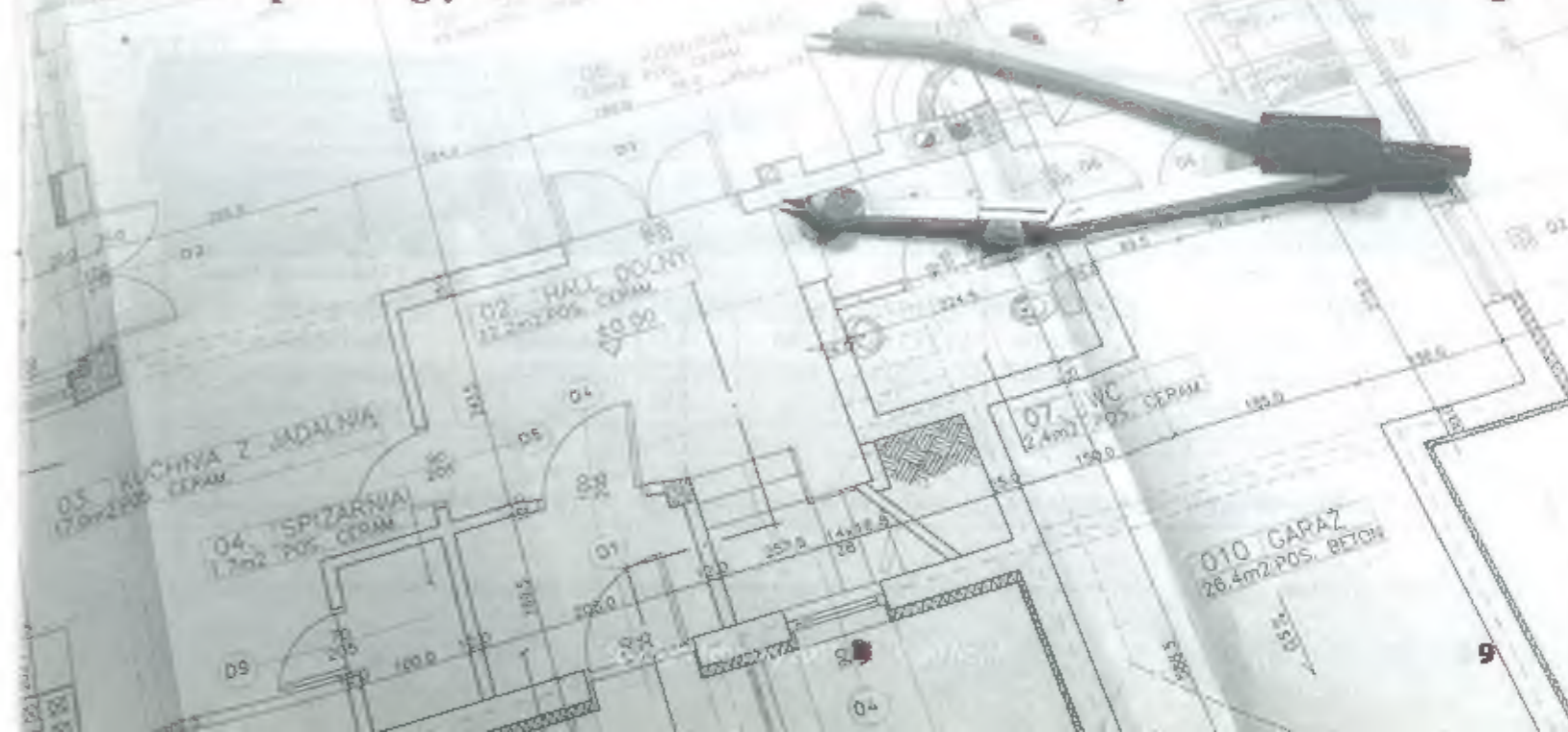
### *The Coben-Coben Agency*

Long Beach, CA

MGAs: *John Franklin, David Iriye, & Lily Tchen*

These new office openings are very important. It shows we are thinking big and focusing on better serving our clients with your new office openings. If you have opened an office recently, please e-mail Danielle Yannazzo at the Home Office and tell us about the exciting news. She can be reached at [dyannazzo@ailife.com](mailto:dyannazzo@ailife.com).

## Congratulations on making this opportunity a reality! We wish you all luck in expanding your business in the communities you are now serving!





## Supervising Agents



All Time Record to Beat  
Month: \$68,050 Net ALP Mary Ann Gaelic

### January Production

Name	1 <sup>st</sup> Six Mo. Agent	Net ALP	NG	Rtn	MGA	SGA
1. Hector Dessis	\$26,969	\$30,287	83		Jim Bianchi	Durhon Oldham
2. Brandon Braun	22,253	26,228		77.3	Rodney Ward	Paul Rumbuc
3. Michael Boyer	19,674	25,120	90		Rodney Ward	Paul Rumbuc
4. Jason Ryan	19,391	23,826	87		Simon Arias	Surace-Smith
5. Democritus Pashalidis	19,362	25,978	91		Jim Bianchi	Durhon Oldham

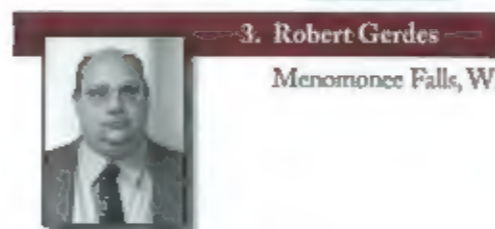
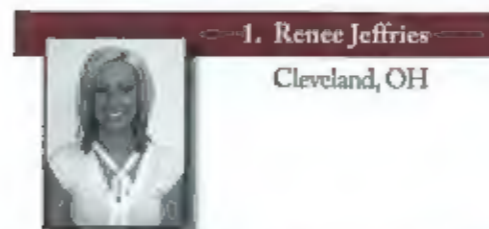
All Time Record to Beat  
YTD: \$443,893 Net ALP Mary Ann Gaelic

### YTD Production

Name	1 <sup>st</sup> Six Mo. Agent	Net ALP	NG	Rtn	MGA	SGA
* 1. Hector Dessis	\$26,969	\$30,287	83		Jim Bianchi	Durhon Oldham
2. Brandon Braun	22,253	26,228		77.3	Rodney Ward	Paul Rumbuc
3. Michael Boyer	19,674	25,120	90		Rodney Ward	Paul Rumbuc
4. Jason Ryan	19,391	23,826	87		Simon Arias	Surace-Smith
5. Democritus Pashalidis	19,362	25,978	91		Jim Bianchi	Durhon Oldham

Supervising Agent selection guidelines for recognition in the Spotlight are as follows: Must have one First Year Agent coded and meet all production requirements.

## General Agents



All Time Record to Beat  
Month: \$111,262 Net ALP Eric Neal

### January Production

Name	1 <sup>st</sup> Six Mo. Agent	Net ALP	NG	Rtn	MGA	SGA
1. Renee Jeffries	\$56,571	\$81,686	87		Simon Arias	Surace-Smith
2. Brian Allt	46,608	47,311	100		Harjeet Rana	Imran Satti
3. Robert Gerdes	39,813	43,496		78.7	Rebecca Klebsch	Joe Manone
4. Michael Broker	37,542	51,063	88		Jim Bianchi	Durhon Oldham
5. Laurence King	28,000	37,674	83		Jeremy Welch	Slav Bitman
6. Jennifer Wehrle	25,899	27,974	80		William Myatt	Steve Hartman
7. Bradley Weigand	24,488	28,874	100		David Guzman	Surace-Smith
8. Earnest Powers	23,733	28,742	89		Simon Arias	Surace-Smith
9. Pamela Ladd	23,530	36,155	90		Jim Bianchi	Durhon Oldham
10. Raphael Bouchereau	22,984	27,257	86		Horace Johnson	Tom Williams

All Time Record to Beat  
YTD: \$864,620 Net ALP

### YTD Production

Name	1 <sup>st</sup> Six Mo. Agent	Net ALP	NG	Rtn	MGA	SGA
* 1. Renee Jeffries	\$56,571	\$81,686	87		Simon Arias	Surace-Smith
* 2. Brian Allt	46,608	47,311	100		Harjeet Rana	Imran Satti
* 3. Robert Gerdes	39,813	43,496		78.7	Rebecca Klebsch	Joe Manone
* 4. Michael Broker	37,542	51,063	88		Jim Bianchi	Durhon Oldham
* 5. Laurence King	28,000	37,674	83		Jeremy Welch	Slav Bitman
6. Jennifer Wehrle	25,899	27,974	80		William Myatt	Steve Hartman
7. Bradley Weigand	24,488	28,874	100		David Guzman	Surace-Smith
8. Earnest Powers	23,733	28,742	89		Simon Arias	Surace-Smith
9. Pamela Ladd	23,530	36,155	90		Jim Bianchi	Durhon Oldham
10. Raphael Bouchereau	22,984	27,257	86		Horace Johnson	Tom Williams

General Agent selection guidelines for recognition in the Spotlight are as follows: Must have two First Year Agents coded and meet all production requirements.



# 2006 Award YTD Winners



## STATE GENERAL AGENT CATEGORY I

**Durhon Oldham**  
\$3,070,320 1st Year Agent  
\$4,770,666 Net ALP  
116% of Objective



## STATE GENERAL AGENT CATEGORY II

**Paul Rumbac**  
\$1,942,709 1st Year Agent  
\$2,980,468 Net ALP  
117% of Objective



## STATE GENERAL AGENT CATEGORY III

**Jim Surace & Marcus Smith**  
\$2,367,710 1st Year Agent  
\$3,583,706 Net ALP  
185% of Objective



## STATE GENERAL AGENT CATEGORY V

**Chris Hernandez**  
\$683,206 1st Year Agent  
\$851,077 Net ALP  
203% of Objective



## STATE GENERAL AGENT CATEGORY IV

**John Akers**  
\$587,584 1st Year Agent  
\$1,022,404 Net ALP  
113% of Objective



## INDIVIDUAL PRODUCER

**1. Max Quasem** \$227,858 Net ALP  
The David Cohen Agency 83.9% Retention

Name	Net ALP
2. Carla Miller	\$203,209
3. Timothy Cruise	\$180,847
4. Steven Stensrud	\$177,714
5. Alex Bluhm	\$171,322
6. Jesse Wise	\$171,112
7. Robert Ulreich	\$163,066
8. Garrett Kun	\$159,656
9. Scott Remyey	\$156,005
10. Sabrina Lloyd	\$155,448



## SUPERVISING AGENT

**Cynthia Sittig**  
The Durhon Oldham Agency \$232,153 Net ALP  
\$139,151 First Year Agent 77.5% Retention



## GENERAL AGENT

**1. David Guzman**  
The Surace-Smith Agency \$311,422 Net ALP  
\$236,792 First Year Agent 72.2% Retention

Name	1st Yr Agent	Net ALP
2. Brett Gryska	\$231,239	\$301,271
3. David Goodman	\$220,589	\$290,464
4. Michael Broker	\$214,205	\$306,528
5. Joshua Riehl	\$212,102	\$263,393



## MASTER GENERAL AGENT

**1. Joshua Goodman**  
The Bill Jennings Agency \$1,439,091 Net ALP  
\$1,064,783 First Year Agent 71.9% Retention

Name	1st Yr Agent	Net ALP
2. Harjeet Rana	\$900,111	\$1,113,292
3. Samuel Cohen	\$886,054	\$1,026,221
4. Jim Bianchi	\$757,002	\$1,206,148
5. Matthew Hogan	\$691,933	\$1,094,381



## REGIONAL GENERAL AGENT

**Jim Bianchi**  
The Durhon Oldham Agency \$4,392,067 Net ALP  
\$2,822,095 First Year Agent 76.0% Retention



## PUBLIC RELATIONS MANAGER

**1. Debbie Enstedt**  
The Rick Altig Agency  
265,950 Cards

2. Malka Arony  
76,916 Cards



## PUBLIC RELATIONS CATEGORY A

**1. Malka Arony**  
HO LA / Hartman Agency  
30,409 Cards

2. Brenda DiSomma  
24,168 Cards



## PUBLIC RELATIONS CATEGORY B

**1. Erica Dalager**  
The Alt.-Orl.-Vene. Agency  
27,310 Cards

2. Vivian Dwyer  
26,405 Cards



## PUBLIC RELATIONS CATEGORY C

**1. Kenneth Altizer**  
The Marc Morton Agency  
136 Groups

2. Richard Case  
85 Groups



## PUBLIC RELATIONS MOST CARDS GENERATED

**1. Malka Arony**  
HO LA / Hartman Agency  
30,409 Cards

2. Erica Dalager  
27,310 Cards



We would like to congratulate the following men and women for qualifying for the **2007 Convention in Scottsdale:**

James Aalders	Joseph Coarsey	Jeffrey Gidlund	Yevgeniy Kashkin	Ed Olfert	Greg Stewart
Andre Abramovich	Samuel Cohen	Allan Gilbert	Sebastian Kazek	Megan Olson	Randy Stockley
Anthony Accurso	John Collins	Matthew Gonzales	Chad Keeney	Laurie Orasch	Karen Stockwell
Marinela Achim	Cheryl Cook	Alex Gonzales	Scott Keeney	Todd O'Neill	Jim Surace
David Ackerman	Brandon Corkins	David Goodman	Joey Kennedy	Donald Orban	Sarah Sweeney
Herbert Adams	Timothy Cruise	Joshua Goodman	Cynthia Kent	Ilija Orlovic	James Tasker
John Agnew	Erica Dalager	Mark Gorman	Laurence King	Parrick Parisi	Helen Taylor
Benjamin Ainscough	Kyriacos Davis	Alex Grakhov	Rebecca Klebsch	Democrat's Pashalidis	Brandon Teter
John Akers	Timothy Dawe	Ryan Grant	Rachael Klevis	Joseph Pastega	Randy Teysier
Brian Allt	Teresa Daye	Arthur Greene	Richard Krueger	Herivelto Pereira	David Thornton
Rick Altig	Hector Dessis	Theodore Greer	Garret Kun	Matt Pflueger	Tasha Tucker
Kenneth Altizer	Jacqueline deVooght	Brett Gryska	Scott Latta	Daniel Potilechio	Robert Ulreich
Robin Andrade	Steven DiChiario	Stephen Guildice	Matthew Laughter	Earnest Powers	Anna Vaculikova
Jared Andrews	Barry Dillah	Sonny Gurney	Norman Lew	Shiju Pushpamangalam	Rachelle Valdez
Julle Aprahamian	Jeffrey DiMedio	David Guzman	Sabrina Lloyd	Max Quasem	Michael VanDelft
Simon Arias	Desislava Dimitrova	Christopher Haacke	Patricia Longenecker	Harjeet Rana	Leo VanDenBussche
Malka Arony	Brenda DiSomma	William Haefts	Jose Lopes	Susan Reagan	Benjamin VanFossen
Daniel Arreola	Darrell Dorey	Kevin Haines	Melissa Losk	John Reason	Thomas VanOsdol
James Bailey	Michael Dupree	Benham Halall	Laura Mackin	Crystal Reeves	Michael Vasu
Daryl Barnett	Walter Durant	David Hannan	Felicit Maiava	William Reeves	Jennifer Vela
Susan Bergh	Rae Duvauchelle	Earle Harris	Jason Mayer	Scott Remmey	Emmanuel Villasenor
Gabriela Berloni	Vivian Dwyer	Steve Hartman	Tim McAdams	Joshua Riehl	John Wagner
Jim Bianchi	Naveen Eapen	Jerry Hartnett	Dawn McElwain	Raymond Risucci	Shannon Walker
Brian Blair	Benjamin Eggen	Omar Hashimi	John McGrath	Cassandra Robinson	Al Wall
David Blaisdell	Bradley Ellison	Lawrence Hauck	Chessa McKay	Christopher Roller	David Wang
Alex Bluhm	Steven Engrav	David Hausman	Eli McKenzie	Timothy Rose	Rodney Ward
Larry Bollinske	Debbie Enstedt	Gregory Hayman	Karen McQuoid	Alan Rosen	Jennifer Wehrle
Elaina Bosco	Maria Esposito	Krissa Hensley	Anthony Mele	Paul Rumbac	Jeremy Welch
David Boshard	Ross Ewen	Chris Hernandez	Matthew Melhorn	Rebecca Rushnok	Arthur Westergren
Marc-André Boudreau	Wayne Fader	Yvonne Hernandez	Bryan Millar	Agatha Safford	Kevin Wilson
Michael Boyer	Timothy Farr	Matthew Herrera	Carla Miller	Todd Sahn	Jesse Wise
Brandon Braun	Bert Feldman	Charles Hill	Eric Miller	Derek Sandilands	Matthew Wolfenger
Alfred Brenner	Scott Fenton	Carrie Ho	Richard Miller	Joaquin Santos	Sarah Worobec
Michael Broker	Renee Flannery	Matthew Hogan	Maxine Moody	Rickie Sasser	Freida Yakubov
Manon Brulotte	Cheryl Foti	John Horton	Travis Massey	Terrisa Satti	Xiaotian Yao
London Burnett	Ronald Friedlander	Keith Houske	Joseph Moore	James Schneider	Antoinette Yellack
Rachel Buser	Steve Friedlander	Glyn Hurst	Brian Morse	Robert Seeber	Nicholas Zangardi
Rudi Camenzind	Susan Fuldauer	David Jackson	Kelvin Muggerridge	Farhod Shamsiyev	Bianca Zaragoza
Valerie Capano	Roger Fung	Steve Jakubczak	Allen Munro	Cynthia Sittig	Jinzhou Zhao
Cassius Caron	Mark Gaglardf	Renee Jeffries	Anthony Mutter	Marcus Smith	Rosalie Zwicker
Diane Carrion	Jorge Galvis	Bill Jennings	Donald Nelson	Beth Snow	
Richard Case	Amit Garg	Lovely Johnson	Jesse Nepywoda	Curt Snow	
Frances Christie	Sara Geiger	Christopher Jordan	Patricia Newell	Frank Soldo	
Samantha Chui	Katherine Georgiou	Hyungjun Kae	John-Deane Nwafor	David Solomonov	
Timothy Clark	Robert Gerdes	Bradley Kampmeier	Dorian Oldham	Rona Spano	
Ryan Clarke	Justin Germany	Robert Kanaan	Durhon Oldham	Steven Stensrud	

Further congratulations go to our distinguished President's Club members:

Brian Allt	Samantha Chui	Yevgeniy Kashkin	Allan Munro	James Schneider	Tasha Tucker
Kenneth Altizer	Joseph Coarsey	Garret Kun	Ed Olfert	Amir Sedaghat	Robert Ulreich
Malka Arony	Timothy Cruise	Jose Lopes	Herivelto Pereira	Steven Stensrud	Arthur Westergren
Alex Bluhm	David Jackson	Melissa Losk	Daniel Potilechio	Helen Taylor	Jesse Wise
Rudi Camenzind	Robert Kanaan	Karen McQuoid	Max Quasem	David Thornton	Jinzhou Zhao
					Rosalie Zwicker

# \$Show Me the Money\$

## Retention Bonus\*

Qualifier	SGA	Amount
Max Quasem	Cohen-Cohen	\$5,157.94
Carla Miller	John Akers	\$3,877.22
Sebastian Kazek	Williams-Henderson	\$3,373.10
Matt Pflueger	John Akers	\$3,042.26
Yvonne Hernandez	Cohen-Cohen	\$3,019.65
Timothy Cruise	Altig-Orlovic	\$3,015.58
Samantha Chui	Williams-Williams	\$2,987.45
Robert Ulreich	Jatoft-Foti	\$2,911.80
Cynthia Sittig	Durhon Oldham	\$2,906.67
Lovely Johnson	Bob Olson	\$2,848.34

Total Retention Bonus Paid: \$444,637.40  
485 Producers Qualified

## PR Bonus\*

Qualifier	SGA	Amount
Daryl Barnett	Rick Altig	\$5,384.25
Susan Cooksey	HO DC	\$2,811.00
Kelvin Muggerridge	Steve Friedlander	\$2,275.00
Charlsie Charlson	Alt.-Orl.-Ven.	\$1,803.50
Brenda Swecker	Chris LaFond	\$1,638.31
Vivian Dwyer	Altig-Hay/Bitman	\$1,536.00
Jenny Williams	Rick Altig	\$1,421.50
Bennie Billie	David Zophin	\$1,408.00
Cynthia Layton	Geneser-Geneser	\$1,169.50
Larry Lozano	Jatoft-Foti	\$1,075.99

Total PR Bonus Paid: \$38,845.40  
115 PR Reps Qualified

## MGA Bonus\*

Qualifier	SGA	Amount
Jim Bianchi	Durhon Oldham	\$27,779.87
Simon Arias	Surace-Smith	\$19,932.58
Harjeet Rana	Imran Sani	\$18,891.68
Maxine Moody	David Zophin	\$9,395.65
Rebecca Klebsch	Joe Manone	\$9,395.04
Jim Palmes	TJ Rowell	\$8,981.64
Mitchell Duplantia	Marc Rosen	\$8,953.47
Jeremy Welch	Slav Bitman	\$8,001.02
William Myatt	Steve Hartman	\$6,825.45
Steven DiChiario	Bill Jennings	\$6,483.71

Total MGA Bonus Paid: \$303,928.32  
109 Managers Qualified

## BR Bonus\*

Qualifier	SGA	Amount
Brian Allt	Imran Satti	\$5,456.57
Robert Gerdes	Joe Manone	\$3,744.58
James Palmes	TJ Rowell	\$3,522.78
Maxine Moody	David Zophin	\$3,145.64
Raphael Bouchereau	Tom Williams	\$2,832.66
Jennifer Wehrle	Steve Hartman	\$2,668.64
Roger Beale	Imran Satti	\$2,628.88
Steven Edgell	Altig-Orlovic	\$2,519.32
Kim Burton	Surace-Smith	\$2,505.96
Patrick Duray	Altig-Hay	\$2,333.81

Total BR Bonus Paid: \$162,808.78  
198 Managers Qualified

## Reinstatement Bonus\*

Qualifier	SGA	Amount
Hank Gordon	Bob Olson	\$1,081.21
Sami Mogannam	Jatoft-Foti	\$994.30
Alan Silverman	Cohen-Cohen	\$913.18
Earnest Loveless	Cohen-Cohen	\$596.99
Yvonne Hernandez	Cohen-Cohen	\$461.18
Michael Castell	Cohen-Cohen	\$420.91
Carlo Bonifazi	Bob Olson	\$397.70
Peter Kaplanis	Josh Chalom	\$376.43
Andrea Yee	Cohen-Cohen	\$337.45
Lorena Barriere	Cohen-Cohen	\$330.21

Total Reinstatement Bonus Paid: \$13,489.64  
65 Producers Qualified

\* Only the top ten qualifiers in each bonus category are shown. A full list of bonus qualifiers is provided on the inserts accompanying this magazine.



## Master General Agents



1. Jim Bianchi  
Rochester, NY



2. Simon Arias  
Cleveland, OH



3. Harjeet Rana  
Halifax, NS



4. Rebecca Klebsch  
Menomonee Falls, WI



5. Mitchell Duplantis  
Long Island City, NY

All Time Record to Beat

Month: \$250,859 Net ALP Jim Bianchi

### January Production

Name	1 <sup>st</sup> Six Mo. Agent	Net ALP	NG	Rtn	SGA
1. Jim Bianchi	\$139,354	\$199,993		73.5	Durhon Oldham
2. Simon Arias	125,340	200,473	84		Surace-Smith
3. Harjeet Rana	85,461	147,701		78.2	Imran Satti
4. Rebecca Klebsch	58,900	74,365		79.0	Joe Manone
5. Mitchell Duplantis	54,849	55,286	94		Marc Rosen
6. Jeremy Welch	52,536	60,448		68.4	Slav Bitman
7. Scott Sonnenberg	52,504	61,572		68.3	Geneser-Geneser
8. Rodney Ward	51,922	68,358		74.2	Paul Rumbuc
9. Maxine Moody	51,680	112,194		68.8	David Zophin
10. Arthur Greene	47,540	63,047		70.2	Paul Rumbuc

All Time Record to Beat

YTD: \$2,168,283 Net ALP Paul Rumbuc

### YTD Production

Name	1 <sup>st</sup> Six Mo. Agent	Net ALP	NG	Rtn	SGA
* 1. Jim Bianchi	\$139,354	\$199,993		73.5	Durhon Oldham
* 2. Simon Arias	125,340	200,473	84		Surace-Smith
* 3. Harjeet Rana	85,461	147,701		78.2	Imran Satti
* 4. Rebecca Klebsch	58,900	74,365		79.0	Joe Manone
* 5. Mitchell Duplantis	54,849	55,286	94		Marc Rosen
6. Jeremy Welch	52,536	60,448		68.4	Slav Bitman
7. Scott Sonnenberg	52,504	61,572		68.3	Geneser-Geneser
8. Rodney Ward	51,922	68,358		74.2	Paul Rumbuc
9. Maxine Moody	51,680	112,194		68.8	David Zophin
10. Arthur Greene	47,540	63,047		70.2	Paul Rumbuc

Master General Agent selection guidelines for recognition in the Spotlight are as follows: Must have four First Year Agents coded and meet all production requirements.

## Regional General Agents



1. Jim Bianchi  
Rochester, NY



2. Simon Arias  
Cleveland, OH



3. Sonny Gurney  
Troy, MI

All Time Record to Beat

Month: \$470,822 Net ALP Jim Bianchi

### January Production

Name	1 <sup>st</sup> Six Mo. Agent	Net ALP	NG	Rtn	SGA
1. Jim Bianchi	\$223,020	\$494,744		74.6	Durhon Oldham
2. Simon Arias	170,320	291,382	84		Surace-Smith
3. Sonny Gurney	136,310	255,237		69.6	Paul Rumbuc
4. Harjeet Rana	87,700	152,242		79.0	Imran Satti
5. Mitchell Duplantis	84,249	84,919	86		Marc Rosen

All Time Record to Beat

YTD: \$4,392,067 Net ALP Jim Bianchi

### YTD Production

Name	1 <sup>st</sup> Six Mo. Agent	Net ALP	NG	Rtn	SGA
* 1. Jim Bianchi	\$223,020	\$494,744		74.6	Durhon Oldham
2. Simon Arias	170,320	291,382	84		Surace-Smith
3. Sonny Gurney	136,310	255,237		69.6	Paul Rumbuc
4. Harjeet Rana	87,700	152,242		79.0	Imran Satti
5. Mitchell Duplantis	84,249	84,919	86		Marc Rosen



**JANUARY CATEGORY I**

NAME	NG	RTN	1st Six Mo. NET	Standard	% of Standard	NET ALP
Surace-Smith		72.7	\$207,326	\$186,300	111	\$410,012

**JANUARY CATEGORY II**

NAME	NG	RTN	1st Six Mo. NET	Standard	% of Standard	NET ALP
Altig-Orlovic		70.5	\$140,154	\$126,000	111	\$286,858

**JANUARY CATEGORY III**

NAME	NG	RTN	1st Six Mo. NET	Standard	% of Standard	NET ALP
Altig-Hay		70.9	\$106,466	\$89,600	119	\$159,520

**JANUARY CATEGORY IV**

NAME	NG	RTN	1st Six Mo. NET	Standard	% of Standard	NET ALP
Tom Williams		71.9	\$86,732	\$80,000	108	\$181,357

**JANUARY CATEGORY VI**

NAME	NG	RTN	1st Six Mo. NET	Standard	% of Standard	NET ALP
Chris Hernandez		75.5	\$49,866	\$32,000	156	\$90,356
Altig-Orlovic-Venekamp		69.6	\$0,097	\$3,300	150	\$73,513
Steve Jakubczak		69.2	\$2,548	\$35,000	150	\$66,157

**JANUARY CATEGORY VII**

NAME	NG	RTN	1st Six Mo. NET	Standard	% of Standard	NET ALP
Marc Rosen	90		\$91,756	\$44,100	208	\$92,425
Mat Hart	80		\$4,579	\$44,100	124	\$97,785

**YTD CATEGORY I**

NAME	NG	RTN	1st Six Mo. NET	Standard	% of Standard	NET ALP
Surace-Smith		72.7	\$207,326	\$186,300	111	\$410,012

**YTD CATEGORY II**

NAME	NG	RTN	1st Six Mo. NET	Standard	% of Standard	NET ALP
Altig-Orlovic		70.5	\$140,154	\$126,000	111	\$286,858

**YTD CATEGORY III**

NAME	NG	RTN	1st Six Mo. NET	Standard	% of Standard	NET ALP
Altig-Hay		70.9	\$106,466	\$89,600	119	\$159,520

**YTD CATEGORY IV**

NAME	NG	RTN	1st Six Mo. NET	Standard	% of Standard	NET ALP
Tom Williams		71.9	\$86,732	\$80,000	108	\$181,357

**YTD CATEGORY VI**

NAME	NG	RTN	1st Six Mo. NET	Standard	% of Standard	NET ALP
Chris Hernandez		75.5	\$49,866	\$32,000	156	\$90,356
Altig-Orlovic-Venekamp		69.6	\$0,097	\$3,300	150	\$73,513
Steve Jakubczak		69.2	\$2,548	\$35,000	150	\$66,157

**YTD CATEGORY VII**

NAME	NG	RTN	1st Six Mo. NET	Standard	% of Standard	NET ALP
Marc Rosen	90		\$91,756	\$44,100	208	\$92,425
Mat Hart	80		\$4,579	\$44,100	124	\$97,785



**PR Manager**



Debbie Enstedt  
Winnipeg, MB

**Category A**



Daryl Barnett  
Burnaby BC



Brenda DiSomma  
Edison, NJ

**Category B**



Susan Cooksey  
Lanham, MD



Vivian Dwyer  
Raleigh, NC

**Category C**



Kenneth Lett  
Pelham, AL



John Wagner  
Cincinnati, OH

January Production

PR Manager	No. Cards	SGA
1. Debbie Enstedt	14,412	Rick Altig
2. Malka Arony	4,726	HO LA/Hartman
3. Brenda DiSomma	3,705	Eric Giglione

**All-Time PR Card Production Record**

Month: 18,960 cards

Category A	No. Cards	SGA
1. Daryl Barnett	3,517	Rick Altig
2. Brenda DiSomma	3,082	Eric Giglione
3. Mark Gaglardi	2,512	Jeff Felt
4. Malka Arony	1,698	HO LA/Hartman
5. Peter Nielsen	1,144	Paul Rumbac

Category B	No. Cards	SGA
1. Susan Cooksey	2,242	HO DC
2. Vivian Dwyer	2,226	Altig-Hay/Batman
3. Al Wall	1,789	Josh Chalom
4. Robin Andrade	1,510	HO MA
5. Kelvin Muggenridge	1,500	Steve Friedlander

**All-Time PR Group Production Record**

Month: 55 groups Vivian Dwyer

Category C	Groups	SGA
1. Kenneth Lett	14	Greg Partee
2. John Wagner	10	Steve Jakubczak
3. William Slocum	5	Durham Oldham
4. Jerry Hartnett	5	Marc Morton
5. Richard Case	5	Surace-Smith

YTD Production

PR Manager	No. Cards	SGA
*1. Debbie Enstedt	14,412	Rick Altig
*2. Malka Arony	4,726	HO LA/Hartman
3. Brenda DiSomma	3,705	Eric Giglione

**All-Time PR Card Production Record**

YTD: 61,879 cards Denise Bowyer

Category A	No. Cards	SGA
*1. Daryl Barnett	3,517	Rick Altig
*2. Brenda DiSomma	3,082	Eric Giglione
3. Mark Gaglardi	2,512	Jeff Felt
4. Malka Arony	1,698	HO LA/Hartman
5. Peter Nielsen	1,144	Paul Rumbac

Category B	No. Cards	SGA
*1. Susan Cooksey	2,242	HO DC
*2. Vivian Dwyer	2,226	Altig-Hay/Batman
3. Al Wall	1,789	Josh Chalom
4. Robin Andrade	1,510	HO MA
5. Kelvin Muggenridge	1,500	Steve Friedlander

**All-Time PR Group Production Record**

YTD: 136 groups Kenneth Altizer

Category C	Groups	SGA
*1. Kenneth Lett	14	Greg Partee
*2. John Wagner	10	Steve Jakubczak
3. William Slocum	5	Durham Oldham
4. Jerry Hartnett	5	Marc Morton
5. Richard Case	5	Surace-Smith

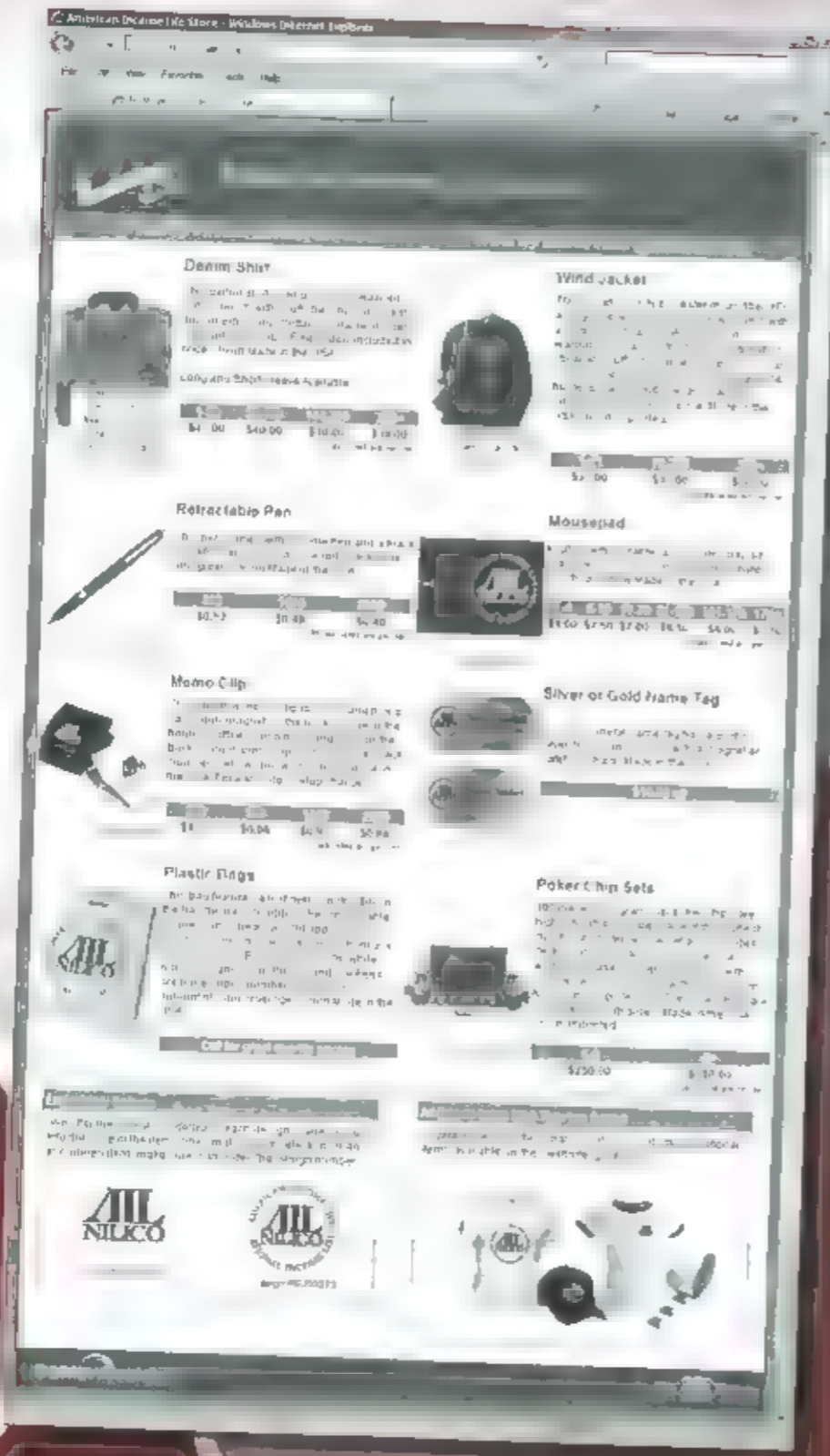
Category A - SGA categories one and two. Category B - SGA categories three, four, five, six, seven, and eight. Category C - Top number of group credits signed from all SGA categories. Public Relations Manager selection guidelines for recognition in the Spotlight are as follows: Must have two PR Representatives coded and meet all production requirements. Also, please note, the number of leads will be used to break a tie in Category C.



We are pleased to announce the deployment of [www.aillifystore.com](http://www.aillifystore.com).

Tigereye Design, a 100% union company in Ohio, has put together a website providing a quick and easy source for getting AIL/NILICO promotional items. The site lists several items displaying the company logo, and provides a link to their main website where you can browse through hundreds of other items. If you cannot find exactly what you are looking for, or if you would like additional ideas for using promotional items in your business, give them a call and they will be happy to assist.

Please note: you are not required to use this or any other vendor or your promotional items needs.



# 6 Great Ways to use Promotional Items

- Generate Leads
- Generate or Promote Traffic to Trade Show Booth
- Building Relations with Customers
- Employee and Hierarchy Recognition
- Promote Company Name & Image Your Office or on Your Person



FROM THE DESK OF  
Scott Smith

## Attitude and Energy

The most powerful asset you have is your attitude, which is also the most detrimental influence in your productivity.

No one controls your attitude but you, yet too often we allow other people or external circumstances determine how we feel. Your attitude has a powerful impact on others. As an Agent, your attitude impacts your prospects. As a leader, your attitude impacts your team. The impact your attitude has on others can be either positive or negative, and it depends on the choices you make. You have an obligation to develop an assertive, positive attitude.

Your attitude must be one that inspires other people around you to achieve the impossible. Along with a great attitude comes passion. If the people around you see that you care, there is no challenge in front of you that can't be beat. The problem is many of us are never concerned enough to spend the energy required to work on our attitude, thus our attitude becomes the single most determining factor controlling our success or failure. If you want to be a great Agent or great leader, you must accept that a huge part of your responsibilities include controlling, working, massaging, and cultivating your attitude. You cannot fake it. If you do not have a genuine hunger to accomplish something, you will not rise to the challenge, you will not make the sale, and you will not be able to lead effectively.

You will find if you have passion, it is an infectious thing.

No one must agree with your attitude or your passion. Just have them in place. If your opponent acknowledges your passion, it will always be respected. I

do not believe you can influence anyone with even the best pep talk ever made unless it is supported by results. I remember playing my first varsity high school football game for a great coach. He had given the team an incredible pep talk that had me flying so high I felt as if I could have played in the NFL that moment. I was on the kickoff team and on the opening play of the game, I got absolutely laid out flat. I left my positive attitude that night somewhere near the forty yard line. It is the same at AIL/NILICO. Those weekly meetings are fine, and you can get inspired by a great speaker. The fact remains that you do not immediately jump from the meeting into the home — in between, you make packets, book appointments, get directions, drive, which are all very time-consuming tasks which can cause you to lose your spark. But even with a lost spark, a positive attitude that breeds passion for what you do will positively influence the prospect.

If you have read this far in the *Spotlight*, please remember one thing — your attitude has the power to change your life.

Instead of thinking "I can't," start thinking "I can — Why not?" It takes about the same amount of time to be positive as negative, but it also takes a whole lot more energy. Put some distance between yourself and the naysayers. Be confident and surround yourself with encouragers rather than discouragers. You want to enjoy success — everyone wants it — but the successful people you observe have a very positive attitude on a daily basis.

Today, it is your turn.



Tired of the cold?

*Turn up the Heat!*



**Kick It Up a Notch for Convention in Puerto Rico**

**May 15-18, 2008**

**RIGHT  
NOW**



For complete Convention Qualifications, go to  
[www.a-fe.com/Agency/Spotlight/maingtl.htm](http://www.a-fe.com/Agency/Spotlight/maingtl.htm)



Qualifiers

Daryl Barnett	\$5,384.25
Susan Cooksey	\$2,811.00
Kevin Muggeridge	\$2,275.00
Charlsie Charlson	\$1,803.50
Brenda Swyckel	\$1,638.31
Vivian Dwyer	\$1,536.00
Jenny Williams	\$1,421.50
Bennie Billie	\$1,408.00
Cynthia Layton	\$1,169.50
Larry Lozano	\$1,075.99
Bob Dailey	\$1,043.52
Brenda Blanton	\$973.50
George Farenthold	\$863.40
Rona Pileggi Spano	\$839.67
Timothy P.	\$834.00
Cassandra Robinson	\$811.50
Jennifer Chetivnda	\$727.50
Linda Melton	\$608.00
STAFF	\$568.90
Kathleen Long	\$465.00
Charles Hill	\$459.87
Thomas Grogan	\$437.25
Mary Hinterberger	\$437.25
Elizabeth Farm	\$397.50
Paul Winslow	\$348.00
Wesley Smith	\$347.25
Irene Ruryc	\$343.50
Christina Diaz	\$312.00
John Wigner	\$303.00
Sue Akers	\$295.50
Halle O'Connell	\$293.25
Thomas Schrader	\$280.50
Lucie Onasch	\$269.25
Jerry Harris	\$262.00
Donald Doris	\$261.00
Richard Cusack	\$247.00
Alaina Latinsky	\$235.50
Paul Straubel	\$229.50
Jessica Widen	\$229.50
Amber G.	\$219.00
Manon Brulotte	\$219.00
Kenneth Altizer	\$193.50
Richard Suter	\$188.25
Dustin Frank Nader	\$169.50
Michelle Wright	\$165.00
Carrie Ho	\$156.75

Marlene Gonzalez	\$154.50
Kelly Birtle	\$153.00
Ken Lee	\$153.00
Denise McDonald	\$147.00
Robin Andrade	\$139.00
Barbara Knight	\$138.00
Petra Anagnostou	\$130.00
Demetrius Pierre	\$109.50
Rachelle Valdez	\$109.41
Mark Gagliardi	\$108.00
Susan Reagan	\$102.63
Sandra Johnson	\$102.00

Total

**\$38,845.40**





# MGA Bonus

## January Bonus Qualifiers

Jim Bianchi	\$27,779.87	Samuel Cohen	\$2,296.47	Alex Gonzales	\$769.42
Simon Arias	\$19,932.58	Jason Mayer	\$2,019.83	Patrick Fowler	\$726.33
Harjeet Rana	\$18,891.68	Jason Dickson	\$1,951.27	William Reeves	\$686.05
Maxine Moody	\$9,395.65	David Solomonov	\$1,827.27	Paulo Rosa	\$670.37
Rebecca Klebsch	\$9,395.04	Philip Potts	\$1,823.35	Robert Dunn	\$610.46
Jim Pulmea	\$8,981.64	Michael Vassu	\$1,712.77	Charles Vance	\$605.86
Mitch Duplantis	\$8,951.47	Joshua Harris	\$1,644.92	Roger Johnson	\$600.41
Jeremy Welch	\$8,001.02	Matthew Melhorn	\$1,631.45	Tim McAdams	\$589.92
William Myatt	\$6,825.45	Scott Rehberg	\$1,622.73	David Lamb	\$567.83
Steven DiChiaro	\$6,483.71	Stefan Johannsson	\$1,526.46	Travis Price	\$535.07
Randy Teyssier	\$6,153.34	Susan Schreiber	\$1,502.15	Kelly Pascal	\$531.60
Joshua Gaines	\$6,090.70	Amie Sedaghat	\$1,439.01	Kirk Kupsky	\$515.64
Dortan Uddham	\$5,605.08	Matt Wolfanger	\$1,388.41	Joseph Lassen	\$509.42
Rodney Ward	\$5,584.62	Robert Shafer	\$1,385.50	Nadia King	\$479.28
Dane Carrion	\$5,398.20	Erik Graham	\$1,362.03	Donald Wold	\$477.72
Steven Ingrav	\$5,028.80	LaTonya Tucker	\$1,343.64	Kevin Barrow	\$438.66
Joseph Szygiel	\$4,817.25	Sorana Blackfoot	\$1,316.23	Cats Radd	\$430.95
Arthur Greene	\$4,682.40	Rich Mansfield	\$1,294.95	Vann Durham	\$418.01
Scott Sonnenberg	\$4,390.32	Matthew Ho	\$1,282.60	Samantha Cho	\$407.97
David Guzman	\$4,076.39	Krista Thibode	\$1,243.06	Darren Miller	\$407.01
Greg Pracker	\$4,073.46	Marygal Sukhbaatar	\$1,234.36	Barbara Lender	\$406.14
Steven Eggert	\$3,936.41	Ross Ewen	\$1,179.11	Ryan Tucker	\$396.04
Travis Moody	\$3,923.62	Earnest Lovelace	\$1,169.67	James Larkin	\$392.21
Jeff Ribman	\$3,905.80	Curt Snow	\$1,159.03	Dejuan Weatherall	\$373.70
Leon Thompson	\$3,494.09	Mark Bleier	\$1,132.88	Jennifer Ingimundson	\$365.64
Josh Goodman	\$3,432.22	Kevin McDermid	\$1,102.19	Richard Refano	\$352.00
Christopher Stephens	\$3,302.89	David Hausman	\$1,084.28	Byron Pax	\$340.34
Horace Johnson	\$3,271.41	Ryan Stenglen	\$1,010.02	Natalie Lurker	\$308.92
Fatma Bosco	\$3,076.37	Shawn Hollingsworth	\$1,006.22	Preeti Sahgal	\$179.64
Zachary Hart	\$3,065.63	William Kudder	\$991.96		
Mark Gorman	\$3,042.79	Andy Walters	\$977.48		
Russell Chang	\$3,024.19	David Wang	\$957.71		
Volodymyr Dorevynsky	\$2,712.34	Phillip LaCross	\$913.79		
John McCreezy	\$2,632.86	Mathew MacCannell	\$908.64		
Brett Gryzka	\$2,626.87	Carla Miller	\$876.02		
Scott Keeney	\$2,543.55	Nicholas Zangardi	\$845.19		
Laura Fisher	\$2,538.11	Albert Curribeau	\$835.27		
Sham Vaadez	\$2,481.24	Scott Baker	\$823.79		
Sa-viore Gracchi	\$2,443.32	James Bailey	\$796.34		
Cheryl Fou	\$2,441.00	Cory Carbon	\$791.42		

**Total \$303,928.32**



# BR Bonus

## January Bonus Qualifiers

Qualifier	Bonus
Brian Allt	\$5,456.57
Robert Gerdes	\$3,744.58
James Palmes	\$3,522.78
Maxine Moody	\$3,145.64
Raphael Inoucherasi	\$2,852.66
Jennifer Wehke	\$2,668.64
Roger Heals	\$2,628.88
Steven Edgell	\$2,519.32
Kim Burton	\$2,405.96
Patrick Dorcy	\$2,333.81
Jim Bianchi	\$2,302.68
Robert Shafer	\$2,291.72
Robert Harris	\$2,239.71
Bradley Weingard	\$2,208.77
Jason Ryan	\$2,101.78
Hector Gomez	\$2,079.20
Mitchell Duplantis	\$2,073.01
Raymond Bianci	\$2,050.28
John Collins	\$2,003.54
Erik Graham	\$1,989.33
Michael Vasu	\$1,763.49
Garrett Powers	\$1,742.80
Rudi Engjesson	\$1,732.26
Juan Kahler	\$1,719.30
Joshua Guines	\$1,682.60
Lorely Johnson	\$1,679.35
Cheryl Foti	\$1,676.19
Nashawn Jones	\$1,628.83
Rachel Arezon	\$1,592.12
Determatis Pashaleto	\$1,585.70
Renee Jellies	\$1,491.03
Jeremy Welch	\$1,488.23
Taina Lamsko	\$1,487.57
David Ackerman	\$1,440.63
David Kusella	\$1,432.99
Friward Hanna	\$1,426.53
Christopher Stephens	\$1,403.99
Karl Schuckert	\$1,384.00
Matthew Ho	\$1,362.69
Tony Leonard	\$1,335.48
Wayne Fader	\$1,333.86
Scott Holberg	\$1,298.19
Dustin Hendershmid	\$1,284.91
Jason Harris	\$1,261.61
David Brister	\$1,258.27
Brian Lulluff	\$1,238.95
Derek Tam	\$1,213.81
Thomas VanGosdol	\$1,197.18
Brett Geyska	\$1,127.83
Brandon Corlins	\$1,102.03
Matthew Davison	\$1,093.32

Qualifier	Bonus
Michael Broker	\$1,081.08
Norace Johnson	\$1,079.34
Eleina Bosco	\$1,073.79
Salvatore Giacchi	\$1,064.53
Cynthia Sirag	\$1,062.85
Lisa Roemer	\$1,045.49
Shara Valudez	\$1,039.74
Brandon Braun	\$1,029.75
Troy Tripp	\$1,019.87
Dawn McEwan	\$1,018.41
Leon Thompson	\$998.42
Diego Arango-Puerta	\$972.49
Craig Stumpf	\$936.62
Joseph Layzell	\$903.48
Matthew Gonzales	\$900.64
Zachary Hart	\$872.41
Tony Fox	\$870.14
Tejal Patel	\$865.14
Lawrence King	\$862.83
Carilyn Scott	\$845.87
Joseph Cooney	\$845.50
Kris Barron	\$830.26
Gabriel Reichmann	\$825.71
Stefan Johannsson	\$814.12
Alendith West	\$811.84
Laura Faber	\$806.93
Mark Wieser	\$800.84
London Burnett	\$782.36
Aaron Tavison	\$671.74
Eurie Hamis	\$652.25
Kevin McDermid	\$648.16
Warrior Hunt	\$638.78
Josh Gillan	\$637.40
Shawn Jakowczyk	\$632.23
Timothy Fobin	\$630.91
Ross Owen	\$628.86
Troy Plummer	\$620.74
Phillip Lacross	\$606.17
David Lamb	\$605.68
Greg Proskier	\$602.77
Michael Zorn	\$601.52
Joshua Riehl	\$592.26
Stephanie Caszamo	\$592.00
Richard Barbout	\$591.29
David Geery	\$588.03
Siddharth Patel	\$586.42
Michael Beyer	\$585.00
Matthew Willrodt	\$579.58
Travis Price	\$570.74
Travis Nadeau	\$563.07
Sorana Blackfoot	\$561.59

Qualifier	Bonus
Robert Hamilton	\$544.35
Alex Gonzales	\$469.23
Stedley Pleasant	\$466.25
Emmanuel Villaseca	\$458.77
Joseph Lassen	\$455.81
Arthur Greene	\$431.73
Robert Bingham	\$417.58
Susan Schreiber	\$415.84
Kirk Kapsky	\$412.67
Carilyn Stroman	\$412.08
Justin Phillips	\$411.78
Sarah Wessbec	\$407.87
Shirley Hollingsworth	\$402.49
Gedley Varghese	\$401.96
Anthony Watter	\$399.66
Richard Carma	\$398.46
Grant Johnson	\$396.32
Katherine Laise	\$366.36
Joshua Harris	\$350.92
Eylarce Davis	\$322.25
Kedra King	\$319.52
Dawn Hemmesure	\$318.36
Jonathan Herbert	\$313.36
Garret Kan	\$313.33
Scott Abrams	\$311.36
Scott Fenton	\$308.59
Sarah Babcock	\$307.82
Scott Primm	\$305.37
Roger Johnson	\$304.93
Rita Haidinger	\$301.89
Robert Dunn	\$296.60
Anthony Accurso	\$296.35
Kevin Barrow	\$282.44
Carl Badd	\$287.30
Brent Goble	\$287.20
Raymond Laurent	\$285.66
Ryan Duthart	\$278.67
Ted Cariveau	\$278.42
David Goodman	\$278.14
Ronald Friedlander	\$277.56
David Guzman	\$275.87
James Brenner	\$275.84
Scott Baker	\$274.60
Isid Sahin	\$273.70
Jared Milmanich	\$272.66
Samantha Chui	\$271.91
Danen Miller	\$271.34
Barbara Leader	\$270.76
William Chang	\$265.87
Ryan Tucker	\$264.02
Manoel Padilla	\$263.81

Qualifier	Bonus
Abdolhadi Badreddine	\$262.45
Bradley Ellison	\$261.61
James Larkin	\$261.47
Andy Walters	\$261.37
Steven King	\$258.64
Rick Mansfield	\$254.05
Karen McGrath	\$253.68
Philip Prata	\$251.12
Carla Miller	\$250.42
DeJuan Weatherall	\$209.31
Earnest Loveless	\$197.92
Grant Wahing	\$195.80
Nishan Amarasurya	\$195.55
Jennifer Ingamundson	\$195.00
Jeffrey Losowski	\$194.46
Pamela Laid	\$194.05
Sarah Swenson	\$192.29
Nicholas Engras	\$191.17
Patrick Fowler	\$191.02
Marinela Achim	\$186.52
Diane Carmon	\$185.46
Charlie Reeves	\$182.95
Byron Paz	\$181.51
Joseph Henderson	\$179.53
Matthew Nereng	\$178.48
Bradford Geddes	\$176.14
Jonathan VanHorn	\$174.81
Jacob Lewis	\$174.62
Michael Quirk	\$172.92
Melanie Cohen	\$171.96
David Baum	\$171.87
Hope Horn	\$170.87
Katherine Miller	\$169.89
Susan Johnson	\$168.74
Amy Solaghat	\$168.52
Scott Sonnenberg	\$167.34
Twymon Traynor	\$167.31
Katrine Linker	\$164.76
Aunjel Fauchre	\$162.92
Paul Mahoney	\$161.99
Walter Duran	\$161.84
Rudney Ward	\$161.60
Thomas Soloweyku	\$161.03

**Total Bonuses Paid Out**  
**\$162,808.78**



# Reinstatement Bonus

## January Bonus Qualifiers

Hank Gordon	\$1,081.21	Lois Yeilding	\$116.76
Sami Mogannam	\$994.30	Luis Heredia	\$104.99
Alan Silverman	\$913.18	Devin Phillips	\$104.93
Earnest Lowless	\$596.99	Nabil Spahi	\$102.00
Yvonne Hernandez	\$461.18	William Kidder	\$92.23
Michael Castell	\$420.91	Geoffrey Lydick	\$91.02
Carlo Bonifazi	\$397.70	Timothy Dawe	\$87.03
Peter Kaplanis	\$376.43	Ross Ewen	\$77.99
Andrea Yec	\$337.45	Perko Perkov	\$77.99
Lorena Barriere	\$330.21	Susan Chatman	\$71.26
Madlyn Woodyard	\$329.01	Chara Bradford	\$65.01
Mark Hartelius	\$311.99	Rhonda Shaffer	\$58.29
Rudolph Dsouza	\$300.27	Roger Beale	\$57.71
Adeyemi Fanni	\$256.66	Brian Morse	\$57.67
Scott Sonnenberg	\$256.63	Mario Payne	\$53.71
Balvino Cardosa	\$252.75	David Thornton	\$52.02
George Sargentini	\$236.58	Christina Johnson	\$50.75
Jason Mayer	\$233.99	Angelica DeSantos	\$40.01
Adriann Morales	\$232.80	Perquida Osborne	\$32.01
Anderson Sooknanan	\$226.35	Garret Kun	\$30.00
Stuart Paulino	\$225.75	Christopher Kirk	\$29.03
Julie Wells	\$223.68	James Brenneis	\$29.01
Tim Krueger	\$221.27	Meliana Lusk	\$29.01
Donna Koumbis	\$199.54	Ben Halali	\$27.31
Andrew Dudgeon	\$198.95	Shawn Jakowczuk	\$26.01
Lynda Williams	\$198.39		
Alla Alexander	\$194.21		
Mark Bleier	\$188.18		
Steve Liberto	\$178.08		
Edwina Tafi	\$177.78		
John Collins	\$174.78		
David Wang	\$156.96		
Gerson Ramirez	\$156.00		
Joshua Goodman	\$154.12		
Helena Rizvan	\$151.38		
Desislava Dimitrova	\$133.92		
Rigoberto Pedroza	\$129.99		
Sonny Gurney	\$129.99		
Scott Remsey	\$122.93		
William Hickey	\$121.40		

**Total**     **\$13,489.64**



# Retention Bonus

QUALIFIER	BONUS*
Max Quasem	\$5,157.94
Carla Miller	\$3,877.22
Sebastian Kazek	\$3,373.10
Matt Pflueger	\$3,042.26
Yvonne Hernandez	\$3,019.65
Timothy Cruise	\$3,015.58
Samantha Chui	\$2,987.45
Robert Ulreich	\$2,911.80
Cynthia Sittig	\$2,906.67
Lovely Johnson	\$2,848.34
Federico Watkins	\$2,832.66
Marinela Achim	\$2,761.93
Sandi Babcock	\$2,746.24
Michael VanDelft	\$2,727.91
Joaquin Santos	\$2,670.20
Ran Tian	\$2,628.88
Karen Stockwell	\$2,620.62
Nadia King	\$2,621.75
Frank Jendusa	\$2,565.06
Christopher Burch	\$1,505.96
Blanca Zaragoza	\$2,479.01
Jay Meyer	\$2,436.32
Alfred Brenner	\$2,428.86
Jesse Wise	\$2,426.42
Rosalie Zwicker	\$2,420.49
Beth Snow	\$2,389.65
Crystal Reeves	\$2,375.74
Ruben Soberanes	\$2,366.72
Richard Krueger	\$2,362.53
Rudi Camenzind	\$2,306.43
Jean Brinkmann	\$2,274.03
Kelly McDonald	\$2,254.92
Danilo Gomez	\$2,219.71
Daniel Potlichio	\$2,226.01
Stephen Bendure	\$2,208.77
Arthur Westergren	\$2,175.53
Randolph Soullers	\$2,168.69
William Gordon	\$2,139.00
Beau Vastine	\$2,114.76
Robert Harris	\$2,108.08
Wayne Fader	\$2,073.01
Rebecca Rushnok	\$2,055.36
David Jackson	\$2,053.13
Adam Miller	\$2,050.28
Sean Lacroix	\$2,031.80
Ronald Tronsetta	\$2,013.94
Teresa Daye	\$1,966.31
Matthew Cartwright	\$1,932.03
Sean O'Hara	\$1,902.20
Patricio Mamacley	\$1,889.58
Benson Kim	\$1,873.14
Fatten Alramahi	\$1,839.90
Naisakwaben Ntemmeh	\$1,833.03
Blake Higuchi	\$1,828.93
Christina Johnson	\$1,824.19
Iryna Sushkova	\$1,796.40
Helen Taylor	\$1,794.53
Paul Smoley	\$1,775.16
Ryan Yopar	\$1,761.49
Matthew Gonzales	\$1,742.26
Desislava Dimitrova	\$1,738.86
Scott Florin	\$1,728.93
Edward Hanna	\$1,727.34
Ashley Davis	\$1,719.39
William Law	\$1,709.85
Scott Fenton	\$1,707.92
Crystal Jackson	\$1,679.35
Kory Holler	\$1,645.86
Jose Lopes	\$1,635.34
Erickson Bencosme	\$1,628.83
Dennis Titcombe	\$1,618.21
Matthew Wolfanger	\$1,588.02
Ed Olfert	\$1,567.60
Mitchell Look	\$1,548.93
Richard Greenberg	\$1,530.96
Robert Dunn	\$1,524.82
Timothy Nolan	\$1,523.63
Dawn McElwain	\$1,521.29
Lorena Barriere	\$1,510.65
David Thornton	\$1,509.38
Jerald Muhammad	\$1,506.51
Christopher Williams	\$1,491.83
Joseph Coarsey	\$1,486.63
David Williams	\$1,479.20

QUALIFIER	BONUS*
James Brenneis	\$1,478.82
Shirley Stanback	\$1,465.78
Donald Nelson	\$1,445.65
Majjargal Sukhbaatar	\$1,443.03
Dustin Dunbar	\$1,432.99
Richard Carter	\$1,422.83
Andres Diaz	\$1,426.53
Benjamin Ainscough	\$1,418.17
John Reason	\$1,406.54
Valerie Capano	\$1,399.27
Callie Mashburn	\$1,384.80
Allan Munro	\$1,381.96
Edwin Menzies	\$1,364.25
Moel Ables	\$1,362.69
Allison Bankowski	\$1,345.17
Michael Snow	\$1,340.35
Zachary Bigbon	\$1,338.48
Sherril Brendle	\$1,335.48
Selena Thammassen	\$1,335.05
Jeffrey Ahrens	\$1,334.80
Akwasi Appiah	\$1,333.86
Jeff Stanley	\$1,330.16
Herbert Adams	\$1,326.96
Jesse Negywoda	\$1,323.86
Christopher Roller	\$1,318.51
Richard Gilson	\$1,304.61
Jeff Vandervorst	\$1,298.19
Brooke Alexander	\$1,296.19
Marc-André Boudreau	\$1,293.25
Sabrina Lloyd	\$1,286.91
Patricia Longenecker	\$1,286.06
April Caywood	\$1,284.91
Shannon Hernandez	\$1,277.88
Scott Remmey	\$1,271.49
Santoshia Larry	\$1,261.67
Jose Sanchez	\$1,260.29
Adam Franz	\$1,258.27
Ka Wing Yu	\$1,246.87
James Aalders	\$1,246.46
Shaheyl Arnold	\$1,242.24
Julio Lourido	\$1,240.47
Frank Soldo	\$1,238.95
Bradley George	\$1,237.65
Joanne Marks	\$1,233.45
Norman Lew	\$1,228.84
Richard Klatt	\$1,228.08
Lita Lameko	\$1,226.11
Mark Bleier	\$1,221.89
Jon Hanev	\$1,220.72
Timothy Clark	\$1,218.14
Jinzhou Zhao	\$1,216.06
Kevin Wong	\$1,213.81
Sean Hall	\$1,212.15
Ronald Friedlander	\$1,186.52
William Burbank	\$1,184.89
Benham Halab	\$1,183.66
Samson Adekunle	\$1,161.26
Patrick Parisi	\$1,155.40
Adrian Jones	\$1,141.34
Anthony Davis	\$1,130.28
Christopher Haacke	\$1,122.85
Lynda Williams	\$1,126.17
Derrick Wood	\$1,102.85
Arham Hicks	\$1,091.32
Tyler Hunt	\$1,091.23
Gregory Mihal	\$1,082.94
Tejinder Singh	\$1,082.22
DeJervis Jiles	\$1,080.59
Daniel Jones	\$1,082.97
Antoinette Yellock	\$1,079.24
Mickenzie Linse	\$1,074.75
Gerardo Puerto	\$1,069.68
Benjamin Foti	\$1,069.61
Angelika Vassiliewa	\$1,069.37
DeKpañ Gueh	\$1,064.53
Richard Walsh	\$1,062.85
Louis Costa	\$1,057.13
Dan Reijm	\$1,048.19
Nancy Phillips	\$1,045.49
Eric Banyon	\$1,039.74
Kevin Wilson	\$1,036.14
Anthony Accurso	\$1,034.89
Ryan Neel	\$1,028.56
Angeles Ordas	\$1,025.54

QUALIFIER	BONUS*
Greg Schooley	\$1,025.11
Mark Seidel	\$1,019.87
Howard Henry	\$1,003.62
Hyungjun Kae	\$1,003.29
Asmaa Aalla	\$993.01
Tanya Glosser	\$979.46
Theresa Bellajaro	\$969.85
Herman Libman	\$967.87
Maria Esposito	\$965.76
Steven Stensrud	\$957.54
Matthew Hereng	\$955.02
Joseph Galeski	\$953.76
Robert Bingham	\$949.84
Keith Houske	\$948.73
Brent Gobie	\$935.50
Julie Aprahamian	\$928.37
Michael Broker	\$927.58
Joey Kennedy	\$923.37
Robert Boyer	\$913.22
Michael Shallenberger	\$909.86
Stephen Guidice	\$906.22
Robert Kanaan	\$906.14
Travis VanDeberghe	\$904.54
Gregory Hayman	\$897.27
Bradley Kampmeier	\$896.87
Marissa Pascual	\$896.83
Charles Barndt	\$893.82
Blenda Chian	\$891.27
John Collins	\$890.52
Natalie Soboleva	\$886.94
Thomas Shuff	\$886.11
Karen Brown	\$885.31
Willie Hayden	\$880.71
Kevin Appasamy	\$877.38
Nikki Woods	\$873.59
Lori Simpson	\$873.52
Pablo Garcia	\$870.14
Tracy Haden	\$870.10
Danielle Holmes	\$869.50
David Garrett	\$865.04
Jeremy Rieth	\$864.82
Elias Mendoza	\$863.89
Bert Feldman	\$860.59
Leslie Frohberg	\$860.59
Ronald Imhof	\$856.83
Bobby Whitley	\$854.87
Janice Dixon	\$851.11
Wanda Hammonds	\$845.87
Marvin Schoenherr	\$845.50
Michael Perkins	\$845.20
Ricky Craig	\$842.40
Wanda Darden	\$836.17
Robert Webb	\$831.98
Peter Pace	\$830.26
Andrea Yee	\$829.20
Brian Tukowiecki	\$829.06
Josh Pearson	\$828.71
Robert Williams	\$826.76
Marko Baco	\$825.10
Justin Phillips	\$817.66
Averi Smith	\$816.06
Rigoberto Pedrosa	\$815.61
Katrice Hunt	\$814.12
Adam Leuch	\$807.16
Ryan Hall	\$806.93
Caleb Emerich	\$800.84
Cory Neff	\$799.26
Dauschel Henderson	\$799.05
Garret Kun	\$790.98
Emmanuel Villasenor	\$774.66
James Schneider	\$773.61
Thomas Tukowiecki	\$770.84
Omar Hashimi	\$767.21
Allan Gilbert	\$763.09
Meredith West	\$762.06
Ekene Agwuenu	\$760.10
Alan Rosen	\$756.27
Yevgeniy Kashkin	\$755.78
Agatha Safford	\$738.68
Mark Corkrean	\$735.66
Larhon Hildebrandt	\$728.41
Joshua Goodman	\$715.10
Jeffery Thiel	\$713.44
Jennifer Stack	\$706.80



# Retention Bonus

QUALIFIER	BONUS*
Timothy Penfield	\$699.72
Michael Sheets	\$689.48
Floyd Williams	\$652.25
Jason Young	\$649.93
Richard Juhasz	\$648.36
Jenny Sample	\$647.68
Lorenzo Lameko	\$645.17
Shane Kooster	\$629.78
Joseph Henderson	\$637.63
Nicholas Hortling	\$637.40
Kevin Citizen	\$633.34
Timothy Krueger	\$632.22
Angela Judson	\$630.91
Edwina Iaft	\$629.25
Mathew Mealey	\$629.25
Brian Obert	\$628.86
Michael McIntosh	\$628.51
Malisa Hinderliter	\$627.19
Kyle Capiga	\$625.53
Annette Malinaux	\$625.41
Todd Reynolds	\$620.88
Jeanette Jackson	\$620.74
Alexander Berman	\$619.30
John Healy	\$618.17
Brandon Teter	\$617.22
Richard Flores	\$614.96
Alex Gonzales	\$609.71
Robert Hamilton	\$609.57
Susan Johnston	\$608.05
Jeffrey DiMedio	\$608.11
Michelle O'Brien	\$607.99
Pat Alessi	\$606.24
Thomas Marcucci	\$606.24
Tami Jensen	\$606.17
Glenn Dearey	\$605.68
Derek Tam	\$602.77
Chad Neff	\$601.52
Kenneth Eichenlaub	\$596.94
Democritus Pashalidis	\$595.39
Derek Sandilands	\$593.88
Nick Podhradsky	\$592.54
Michael Quirk	\$592.26
Dianne Knittel	\$592.00
Frank Segalotto	\$591.29
Stephen Perotti	\$588.97
Martin Flores	\$588.27
Matthew Watson	\$588.03
Janet Torres	\$586.42
Shawn Jakowczuk	\$582.94
Dean Bauman	\$581.45
Thomas VanOsdol	\$579.64
Deborah Walsh	\$579.58
Rajiv Pankhani	\$578.12
Andrew Loggett	\$574.35
Amir Garg	\$571.00
Patrick McFriede	\$570.74
Kevin Kelly	\$567.94
Michael Clem	\$567.16
Cassius Caron	\$567.03
Trisha Shepherd	\$566.94
Anika Sanders	\$564.42
Shalin Patel	\$563.34
Tony Khattavang	\$563.07
Jordan Tait	\$561.59
Warrick Ekwueme	\$560.02
Patrick Mazerolle	\$518.60
Caleb Smith	\$493.29
Timothy Erickson	\$492.29
Rodney Ward	\$491.05
Zulfikar Bibukera	\$470.53
John Elkins	\$467.70
Isola Jones	\$466.42
Brandon Pleasant	\$466.25
Michael Dupree	\$464.88
James Fletcher	\$463.52
Deja Alonso	\$461.17
Theodore Greer	\$460.76
Phil Cameron	\$455.81
Benjamin Vondrak	\$419.63
Erick Rodriguez	\$419.17

QUALIFIER	BONUS*
John Mureddu	\$417.58
Elizabeth Davis	\$415.84
Bernard Foster	\$412.67
Pauline Ruff	\$412.08
Joseph Salutric	\$411.78
Paul Manley	\$411.56
Brian Leavy	\$410.52
Andrew McGaffey	\$410.33
Steven Ekechuku	\$408.36
Danielle Nurmeste	\$407.87
Nathaniel Gray	\$402.56
Denise Veal	\$402.49
Rayon Matthews	\$401.96
Jocelyn Higa	\$400.23
James Bennett	\$399.99
Jack Eichelberger	\$399.66
Christopher Wakefield	\$398.46
Janelle Davis	\$397.47
Adeyemi Finnih	\$396.68
Guy Tomlinson	\$396.32
Lauren Sims	\$394.37
Ayiana Santana	\$393.34
Julie Sarmiento	\$390.32
Sara Welch	\$366.36
Kyle Ghedotte	\$332.25
Melissa VanHorn	\$339.52
Kale Kaalekahi	\$318.36
John Paul Tocco	\$315.21
Lateefah Gaines	\$313.36
Daren Dieter	\$313.13
Denise Batts	\$312.61
Joseph Simon	\$311.36
Sherry Plunch	\$311.21
Christopher Campbell	\$310.82
Erin Moyer	\$308.99
Nicholl Baotochika	\$308.59
Raymond Pugh	\$307.82
Goldie Wells	\$307.82
Sharane Nielson	\$305.57
Justine Limber-Sapanski	\$305.11
Mohammad Ebadi	\$304.91
David Kinsella	\$304.06
Jessica Huxce	\$301.89
Peter Pedersen	\$301.80
Andre Nilsson-Hugo	\$301.33
Anne Humphreys	\$301.12
Kimber Morris	\$297.32
Christina Meyers	\$296.60
Payton Irwin	\$296.35
Giovanna Nicolini	\$295.98
Brandon Davis	\$294.35
Melissa Wheatley	\$294.20
Jared Stauffer	\$292.65
Ann Bright	\$292.44
Charlie Kolosso	\$290.96
Patricia Ryan	\$287.30
Daniel Launius	\$287.20
Thoin Chaffee	\$285.86
Charles Edwards	\$283.99
Roger Due	\$282.65
Paul Curcio	\$281.30
Denise Cotto	\$278.67
David Belk	\$278.42
Lee Hostetter	\$278.34
Phillip Sharp	\$277.86
Patricia Williams	\$277.63
Omar DeLaCruz	\$277.56
James May	\$276.87
Michael Schell	\$275.87
Linda O'Donnell	\$275.84
Erna Powell	\$274.60
Brett Barnes	\$273.70
Richard Szankin	\$272.66
John Richards	\$271.91
Terrance Clark	\$271.34
Brandon Lester	\$271.24
Martin Bastarache	\$270.76
Christopher Bell	\$270.16
Kristy Mamula	\$266.72
Phillip Camire	\$265.87

QUALIFIER	BONUS*
Juan Resendez	\$265.52
Michele Duncan	\$264.02
Omar Medina	\$263.81
Livio Mercea	\$262.45
Leroy Dunlap	\$261.88
Scott Crabb	\$261.71
Adam Frantz	\$261.01
Colleen Charles	\$261.47
Jawoo Sohn	\$261.37
Tanmy Clayton	\$258.64
Judyth Rodriguez	\$254.57
Sergey Sagan	\$254.05
Jon Ritt	\$253.68
John Elgert	\$251.36
Leslyn Viewa	\$251.12
Danielle Intini	\$250.66
Darin Hershfield	\$250.42
Makesha Thomas	\$213.54
Daniel Hobson	\$199.31
Mike Smajda	\$197.95
Samuel Brown	\$197.92
Velvet Rhymer	\$195.89
Yung Chow	\$195.55
Landon Sheard	\$195.00
Patrick Sullivan	\$194.46
Annamarie Adams	\$194.05
Teresa Lara	\$193.25
Guy Albrecht	\$192.35
Mary Attie	\$192.29
Angela Johnson	\$191.17
Jonathan Winesett	\$191.02
Lori Cohen	\$190.96
Richard LePore	\$187.88
Edward McCrea	\$187.33
Daniel Cucuteanu	\$186.52
Mark Beckford	\$185.46
Jack Deyne	\$182.95
Sabrina Vacani	\$181.51
Jon Davis	\$180.31
Nicheryl Cage	\$179.53
Paul Porter	\$178.94
William Cook	\$178.48
Denise Taylor	\$178.39
Maria Hartwick	\$177.14
Chad Niemann	\$176.96
Jason Meyer	\$176.74
Loisann Haffey	\$175.91
Mario Chavez	\$174.87
Justin Greenfield	\$174.61
Olivia Godoy	\$174.62
Terrance Roughton	\$174.61
Anthony Kaufman	\$173.44
Ashly Plumhoff	\$172.92
Kimberly Cornell	\$172.53
John Hadaya	\$171.96
William Gattis	\$171.87
Robert DiGaspari	\$171.20
Brett Harper	\$170.82
Juan Nieves	\$170.02
Gwendolyn Brailsford-Cato	\$169.89
Scott Damon	\$169.01
Matt Dattilio	\$168.74
Wen Ki	\$168.52
Andrew Dudgeon	\$168.10
Matthew Berry	\$167.34
Robert Hertel	\$165.13
Kimberly LaRosa	\$164.76
Wade Charles	\$163.01
Nicolas Brown	\$162.92
Matthew Boutwell	\$161.99
Demetrius Carroll	\$161.84
Rolf Morstadt	\$161.60
Carlos Alcantar	\$161.03

**Total Bonus Paid Out**  
**\$444,637.40**